



Van Go, Inc. Board Meeting Agenda

January 19, 2022

Time: 4:00-5:30 pm

Location: ZOOM

- I. Call to Order
- II. Approval of the Agenda
- III. Approval of the Minutes
- IV. Reports
 - A. Co-Executive Directors
 1. GO Van GO!
 2. 2021 Highlights
 - B. Committees
 1. Nominating
 - C. Board President (Jen)
 1. Van Go Board of Directors Agreement 2022
 2. 2022 Executive Committee
 3. Strategic Planning Update
 - D. Finance (Chris)
 1. VG Financials 101
 2. VG Financial Overview
 3. Financial Statements (approve year-end financials)
- V. New Business
 - E. Presentation and Approval of 2022 Budget
- VI. Old Business
- VII. Comments and Announcements
- VIII. Adjournment

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VAN-GO.ORG

A large, intricate black and white mandala graphic is positioned at the bottom of the page, partially overlapping the contact information. It features a complex, circular design with various geometric and organic patterns.

Van Go Board of Directors Meeting
Wednesday, December 15, 2021

Present: John Bullock, Jen Roth, Michel Loomis, Anthea Scouffas, Billy Pilgrim, Stan Ricketts, Katie Winter, Myrone Grady, Jackie Berra, Mona Cliff, David Moore, Becki Dick

Also Present: Eliza Darmon, Kristen Malloy, Chris Kohart, Sarah Humbert, Jennifer Carttar, Paige Robinson, Justin Cordova

Board President Jennifer Roth welcomed everyone at 4:28pm. She introduced new board members Jennifer Carttar, Paige Robinson, and Justin Cordova and thanked them for agreeing to be a part of our board.

Kristen Malloy and Eliza Darmon recognized the outgoing board members.

Billy Pilgrim has been with us since the early days. He signed the bylaws as our board secretary. He was on the panel that hired Kristen (and they wore matching outfits!) He's lent his time and talents to Van Go for years and years. He has carved a path in terms of our marketing and branding, consistently doing pieces like our Van Go Works logo and giving our Adornment lady a "face lift" every year.

Anthea Scouffas has been on the board since early 2011. She has done many stints on the Executive Committee. When we think of Anthea, we think of her calming force and steady presence at the helm of our organization as the president of our board during the transition of our retiring founder, Lynne. She's been an advocate for the staff and a listening ear during a critical time. We're pretty sure Anthea's house is furnished inside and out by Van Go.

Stan Ricketts has supported us since What Floats Your Boat. He gets lots of credit for asking the right questions, even the hard questions, at the right time. He and Deanna have a lot of flair.

Amy Shumaker isn't with us tonight but she and her husband Eric have been deeply involved with Van Go since the 2000's. Eric was on the board before Amy. Their family foundation has been very supportive for many years and we can always count on Amy to volunteer when needed.

Once you're part of the Van Go family, you're always a part of the Van Go family!

Call to Order

Jen Roth called the meeting officially to order at 4:52pm.

Approval of the Agenda

Jen requested to modify the agenda to move New Business to the top of the agenda.

New Business

Board Nominations Update

Kristen reminded everyone that the nominating committee accepted suggestions from the board. The committee gave Kristen and Eliza the go-ahead to approach four candidates. Three of the four accepted the nomination. The fourth said he was too busy to be able to join but very much appreciated the invitation.

The last page of the board packet shows where everyone sits in their board terms.

For the motion to approve Jennifer Carttar, Justin Cordova, and Paige Robinson as new board members, David Moore moved, Anthea seconded, and all approved these new members. For the motion to approve an additional one-year term for certain board members, Katie Winter moved, David seconded, and all approved.

The proposed new Executive Committee slate is:

President – Jen Roth

Past-President – John Bullock

Secretary – Jackie Berra

Treasurer –David Moore

Member-at-large—Katie Winter

Michel moved to approve the executive committee slate, Anthea seconded, and all approved.

Approval of the Minutes

Stan Ricketts moved to approve the September board minutes. David seconded. All approved.

Reports- Board President

Jen thanked everyone for all they've done this year. We've taken advantage of the different talents and experience on the board. As a reminder, we do ask that everyone on the board participate in annual giving—it's a part of our bylaws and board agreement. There are actual grantors who ask if Van Go has 100% board giving participation. We want to be able to say yes! Becki Dick chimed in and asked how can you ask others to financially support an organization that you, yourself are not financially supporting? It's important to contribute at whatever level you're comfortable. Eliza underscored that we are not asking for a specific amount by any means, just that you participate.

Reports – Co-ED's

Go Van Go!

Eliza shared an email that arrived earlier this week. We received a lovely email praising our year-end mailer from Sam Porritt of Falling Forward Foundation.

Development Update

Eliza updated that Dinner on the Curve was pretty amazing despite having to change the format at the last minute. We appreciate everyone being on board and bringing your people. Our total includes in-kind donations (TK & Emily Peterson and Codi & Simon Bates donated all the food!), sponsors, and gallery sales.

Our annual appeal has raised about \$31k since mid-October.

Adornment, with the staggered opening and moving into the smaller gallery space, has been incredibly successful. LOLA was a record-breaking weekend.

While our numbers look really good, we still anticipate a city funding cut. David Moore noted that Boys & Girls Club met with Craig Owen a couple of times trying to get him to waver on his stance, then reached out to Brad Finkeldei who indicated there may be some federal money coming in that would allow them to reinstate the money (just for 2022?) Chris Kohart noted he's on the city alcohol advisory board. All the money has been diverted to another fund under the city's care. They have no money to distribute. It does seem that we're losing both the special alcohol tax money and the general fund money.

David mentioned that Mike Treanor was here at Dinner on the Curve and could be a good potential donor. He'd be willing to help cultivate him.

We've been awarded some grants – KCAIC, Beach Family Foundation, and LiveWell Lawrence for Go Healthy—and are waiting to hear from another couple that we applied for.

We have a new website launching any day now—we'll let you know when it goes live!

Program Update

Kristen reported that the programs have been very busy. The Arts Train just wrapped the fall semester on December 10. We give both formal and informal feedback so on the final day of their semester we did performance evaluations. Each youth sat down with their boss, Emma, as well as with all the teaching artists and got concrete feedback. Then it was rounded out with some fun holiday gift giving and a delicious lunch. We had an 82% attendance rate, 92% punctuality rate, and 88% overall completion rate. One youth left because he needed more hours and a higher pay rate. We'll continue to support him even though he's not currently working with us.

Our teaching artists included Terry Bredemus this fall, who taught the beautiful leatherwork that's available in our Adornment show.

We're actively recruiting for the 2022 spring session, so if you know anyone 18-24 who might be interested in The Arts Train, send them our way—the qualification criteria are broader than you might think. We're facing stiff competition from other jobs that can pay more than the \$9/hr that we offer.

WIOA gives us funds that we're required to spend within the grant year as well as targets for numbers, but they have been understanding of the challenges this year. We aren't penalized for not spending the money but we might not get it again next year if we don't spend it this year.

We'll really have to focus on rebranding our marketing to focus more on our wrap-around services, and we're offering referral commissions to our youth if they recommend someone who gets hired. Once we can get them to us and have a conversation, it's easy to get them hooked.

We also rely a lot on our referral sources and community partners, and are seeing a tremendous amount of turnover at these agencies, organizations, and schools. We're trying to recreate and rebuild those relationships.

Jackie asked about our youth engagement on social media. TikTok is something we need to branch out into 2022. Jackie offered to help with that and getting peer-to-peer engagement.

Kristen noted that The Arts Train is different than JAMS in that we can bring people in throughout the session—we can work people in on a rolling basis.

JAMS finished the fall session on October 28. They worked on the KCAIC innovative partnerships mural for to honor the restaurant and food industry. Hopefully it will be installed and unveiled in early 2022. The US Bank building has been sold and we have to work with the new owners to ensure they are still okay with this artwork being on their building. Hopefully there will be no hiccups there. We ended the session with 96% attendance, 97% punctuality, and 100% completion.

The Pre-Employment Prep Program (PEPP) is going to launch its 3rd session this spring. This program focuses on 14 and 15 year olds, possibly some 16 year olds, with little to no work history. Jen asked if the qualifying factors are the same for PEPP as JAMS/TAT. Kristen said anyone with little to no work history who gets free or reduced lunch qualifies. It's not WIOA funded so we don't have to prove eligibility as much. It's much more broad.

Reports – Finance

Chris Kohart reported that our cash position is \$238k. Our income/expense is always flipping around at this point of the year. We're positive \$46k with an annual budget loss of \$24k, so we are pacing well to do better than the budget. Our current ratio is 16.15 vs our target of 2. Cash on hand is 98 days. It's still a great year.

As mentioned in our last meeting, we do qualify for ERTC for Q4 2020, Q2 2021, and Q3 2021. Wages paid January – September 2021 qualify. It will definitely be a beneficial revenue stream.

On the balance sheet, our balances look great. Lots of operating funds (money that we could have pulled from the Endowment funds historically but have not used, so it has stayed at the community foundation).

Our liabilities are pretty consistent. Nothing wild or crazy.

From a budgetary perspective, as of Nov 30 we have raised \$815k with a budgeted amount of

\$855k. We're going to make that easily. Chris anticipates reaching at least \$875k. We had spent \$768k with a budget of \$880k. Chris thinks we'll end up spending around \$850k or so, below budget by \$30-35k. The big things we didn't spend money on were food for DOC (donated by the Batersons), not serving our full contingent of youth, and not having a full year of wages for the Employment Services Coordinator.

Stan asked about the Beneficial Interest. It's not cash. The Endowment funds are invested and this is realized and unrealized gains. Potentially we could talk about moving some of our funds to different investment pools.

Eliza noted that for individual contributions we've had some "windfall events"—we hit the pavement hard at the end of 2020 and got some gifts after the first of the year. After PPP goes away, we're not going to have the same sort of safety nets for 2022 and 2023.

Eliza shared a story of a long-time donor who gave a much larger than usual gift this year and told her that they did not need to know how we spend the money—they trust us.

Chris praised Kristen and Eliza for the ownership they have taken over the budgeting process. They've really worked to learn and rework the budget so they know where everything fits into the budget and where all the dollars go.

David moved to approve the financials, and Anthea seconded. All approved.

Reports –Committees

Development Committee

Due to time constraints, Eliza deferred on reporting about the Development Committee for this meeting.

Old Business

Jen reported that the board packet includes notes from the October retreat. Christina Holt, Kristen, and Eliza met to look at a draft of the final report. We want to make sure it's just right since it will be on our website, publicized, etc. It will be unveiled at the annual meeting in January (and a copy sent to the outgoing board members.)

Comments & Announcement

The annual meeting is to be held January 19, location TBD!

Adjournment

Anthea moved, Billy seconded, and the meeting adjourned at 6:06pm.

2022

Board Meeting Calendar

JANUARY

Wednesday,
January 19
4pm - 5:30pm

MARCH

Wednesday,
March 23
Annual Meeting date
time TBD

MAY

Wednesday,
May 18
4pm - 5:30pm

JULY

Wednesday,
July 20
4pm - 5:30pm

SEPTEMBER

Wednesday,
September 21
4pm - 5:30pm

NOVEMBER

Wednesday,
November 16
4pm - 5:30pm





▪ **Cash**

	\$365,694	Operations (CNB checking, Prestige MM & Paypal)
	\$78	Petty Cash
	\$365,772	Total Cash

▪ **Total Assets \$3,147,543**

▪ **Total Debt \$0**

▪ **Income and Expenses (Operations)**
Accrual Basis, as of 12/31/21

	Actual YTD	Annual Budget	\$ Over Under (-) Budget
Total Income	\$1,045,195	\$855,851	\$189,344
Total Expenses	\$843,686	\$880,146	-\$36,460
Net Operating Income	\$201,509	-\$24,295	\$225,804

▪ **Financial Developments**

- Van Go’s current ratio for 2021 is 39.27. At this time last year Van Go’s current ratio was 8.83. Target current ratio is 2.00.
- Van Go’s number of days of cash on hand for 2021 is 151.65. At this time last year Van Go’s number of days of cash on hand was 85.99. Target number of days of cash on hand is no less than 30 days.
- Net operating income for FY21 \$201,509 is a 78.32% change from net operating income for FY20 \$113,004.
- Van Go does qualify in Q4 2020, Q2 2021 and Q3 2021 for the Employee Retention Tax Credit. The preliminary calculation of the tax credit per quarter will be \$25,044, \$29,386 and \$36,060, respectively.

Van Go Inc

Balance Sheet

As of December 31, 2021

	TOTAL	
	AS OF DEC 31, 2021	AS OF DEC 31, 2020 (PY)
ASSETS		
Current Assets		
Bank Accounts		
Central National Bank Checking	203,821.29	152,733.96
Central National Prestige MM	36,906.13	36,880.30
PayPal	0.00	6,289.06
Petty Cash	77.86	257.06
Total Bank Accounts	\$240,805.28	\$196,160.38
Accounts Receivable		
Accounts Receivable	0.00	0.00
Endowment Pledges Receivable	24,975.00	55,475.00
Grants Receivable	60,638.87	39,988.36
Merchandise Sales	-550.00	-550.00
Pledges Receivable	75.00	75.00
Total Accounts Receivable	85,138.87	94,988.36
Total Accounts Receivable	\$85,138.87	\$94,988.36
Other Current Assets		
Undeposited Funds	124,966.84	10,933.70
Total Other Current Assets	\$124,966.84	\$10,933.70
Total Current Assets	\$450,910.99	\$302,082.44
Fixed Assets		
Building		
Accumulated Depreciation	-661,383.74	-661,383.74
Cost	1,633,865.56	1,633,865.56
Total Building	972,481.82	972,481.82
Equipment/Furnishings		
Equipment/Furnishings	27,943.66	27,943.66
Accumulated Depreciation	-179,915.47	-179,915.47
Cost	168,115.59	168,115.59
Total Equipment/Furnishings	16,143.78	16,143.78
Land and Land Improvements	45,277.00	45,277.00
Total Fixed Assets	\$1,033,902.60	\$1,033,902.60
Other Assets		
Beneficial interest held - DCCF	982,512.48	924,587.84
LeCompete Funds held at DCCF	505,939.11	482,209.42
Operating Funds held at DCCF	174,278.31	166,097.18
Total Other Assets	\$1,662,729.90	\$1,572,894.44
TOTAL ASSETS	\$3,147,543.49	\$2,908,879.48

Van Go Inc

Balance Sheet

As of December 31, 2021

	TOTAL	
	AS OF DEC 31, 2021	AS OF DEC 31, 2020 (PY)
LIABILITIES AND EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
Accounts Payable	4,248.53	5,582.53
Total Accounts Payable	\$4,248.53	\$5,582.53
Credit Cards		
Charity Charge	1,117.19	
Chase Card	1,241.79	19,596.84
Home Depot	515.16	0.00
Total Credit Cards	\$2,874.14	\$19,596.84
Other Current Liabilities		
*Payroll Liabilities	2,394.93	2,602.35
FICA & Federal Withholding Tax	95.64	95.64
Ks Withholding Tax	2.14	2.14
Retirement Plan Payable	1,231.84	35.34
Total *Payroll Liabilities	3,724.55	2,735.47
Sales Tax Payable	3,848.02	0.00
Total Other Current Liabilities	\$7,572.57	\$2,735.47
Total Current Liabilities	\$14,695.24	\$27,914.84
Total Liabilities	\$14,695.24	\$27,914.84
Equity		
Retained Earnings	2,880,964.64	2,511,838.74
Net Income	251,883.61	369,125.90
Total Equity	\$3,132,848.25	\$2,880,964.64
TOTAL LIABILITIES AND EQUITY	\$3,147,543.49	\$2,908,879.48

Van Go Inc

Profit and Loss

January - December 2021

	TOTAL	
	JAN - DEC 2021	JAN - DEC 2020 (PY)
Income		
Commissioned Sales	2,221.79	24,790.00
Benchmark	19,299.00	4,306.00
Total Commissioned Sales	21,520.79	29,096.00
Contributions Income	241,026.89	130,157.96
Corporate Sponsors	5,200.00	6,750.00
Foundations	143,982.46	104,353.00
KS Health Fdn.		25,000.00
Shumaker Family Fdn		15,000.00
Total Foundations	143,982.46	144,353.00
Windfall		1,955.30
Total Contributions Income	390,209.35	283,216.26
Endowment Earnings		56,520.00
Fundraiser	22,186.75	7,593.45
Annual Event	110,182.13	67,168.81
Culinary Hearts		721.00
Total Fundraiser	132,368.88	75,483.26
Gallery Sales	10,566.09	4,500.20
Adornment	29,468.24	28,250.11
Total Gallery Sales	40,034.33	32,750.31
Grants	99,830.00	106,100.00
City Alcohol Tax	28,650.00	30,000.00
City of Lawrence	20,000.00	24,000.00
Douglas County	20,000.00	26,700.00
Heartland Works (WIA)	269,760.75	215,606.59
KS Arts Commission AIE		27,000.00
KS Arts Commission OS	22,795.00	
Total Grants	461,035.75	429,406.59
Interest Income	25.82	47.63
Total Income	\$1,045,194.92	\$906,520.05
GROSS PROFIT	\$1,045,194.92	\$906,520.05
Expenses		
**Payroll Wages		
Arts Train Wages	58,001.06	53,887.76
Jams Wages	34,725.41	46,016.53
Salary	390,631.62	340,482.59
Total **Payroll Wages	483,358.09	440,386.88

Van Go Inc

Profit and Loss

January - December 2021

	TOTAL	
	JAN - DEC 2021	JAN - DEC 2020 (PY)
*Payroll Expenses		
Bonus	5,403.25	8,132.55
FICA Expenses	37,263.33	34,178.10
Health/Dental Insurance	31,909.01	29,894.52
Retirement plan expense	10,311.50	10,434.83
SUTA Expense	424.43	0.00
Workers Compensation	2,148.50	2,316.65
Total *Payroll Expenses	87,460.02	84,956.65
Contracted employees		
Event Coordinator		3,579.00
Total Contracted employees		3,579.00
Development		
Contracted Employees		
Grant Writer	27,659.85	27,904.82
VISTA	3,000.00	4,500.00
Total Contracted Employees	30,659.85	32,404.82
Donation Processing Fees	1,575.16	
Supplies/Equipment		
Agency Development	2,015.23	874.39
Total Supplies/Equipment	2,015.23	874.39
Supplies/Equipment - Product	22.00	
Merchandise	5,641.45	2,610.43
Total Supplies/Equipment - Product	5,663.45	2,610.43
Total Development	39,913.69	35,889.64
Dues and Subscriptions	2,822.60	1,587.37
Equipment Purchases	9,940.90	12,462.81
Equipment Rental	8,801.79	3,839.16
Food and Beverage		
Board of Directors	625.99	229.99
Development	2,276.25	6,163.24
JAMS	8,273.74	5,637.57
Staff	1,611.62	613.88
Total Food and Beverage	12,787.60	12,644.68
Fundraising		
Advertising & Marketing	2,007.88	2,137.00
Total Fundraising	2,007.88	2,137.00
Insurance		
D&O Insurance	1,677.00	1,587.00

Van Go Inc

Profit and Loss

January - December 2021

	TOTAL	
	JAN - DEC 2021	JAN - DEC 2020 (PY)
Liability Insurance	5,086.59	6,363.00
Total Insurance	6,763.59	7,950.00
Interest Expense	214.57	463.22
Finance Charge	110.88	
Total Interest Expense	325.45	463.22
Licenses and Permits	5,530.30	7,061.93
Miscellaneous	800.00	1,904.87
Participant Assistance	3,099.82	3,354.44
Photography	466.00	192.00
Postage and Delivery	1,628.05	3,059.40
Printing and Reproduction	5,396.97	6,725.01
Professional Fees	14,172.24	14,992.95
Accounting	1,600.00	1,540.00
Cleaning	3,546.00	1,170.00
Total Professional Fees	19,318.24	17,702.95
Program Services		
Awards/Gifts	670.00	1,060.00
Contracted Employees		
Contract Artists/JAMS	5,454.00	780.75
Contract Artists/TAT	10,955.00	10,362.50
Lunch Program Coordinator	5,100.00	3,510.00
Total Contracted Employees	21,509.00	14,653.25
Food and Beverage	32.54	
Snacks	66.29	
Total Food and Beverage	98.83	
Insurance		
Automobile	5,726.27	7,182.74
Total Insurance	5,726.27	7,182.74
Miscellaneous		
Background checks	30.75	103.85
Total Miscellaneous	30.75	103.85
Participant Assistance	317.00	
Repairs and Maintenance		
Vehicle	538.82	809.47
Total Repairs and Maintenance	538.82	809.47
Supplies/Equipment		
Program Supplies	1,128.44	
Total Supplies/Equipment	1,128.44	

Van Go Inc

Profit and Loss

January - December 2021

	TOTAL	
	JAN - DEC 2021	JAN - DEC 2020 (PY)
Supplies/Equipment - Product	666.73	
Art	28,960.21	31,990.77
Woodshop	566.50	6,123.01
Total Supplies/Equipment - Product	30,193.44	38,113.78
Total Program Services	60,212.55	61,923.09
Supporting Services		
Bank Service Fees (CNB Only)	3,714.71	3,272.83
Contracted Employees		
Financial Director	25,662.00	25,200.00
Total Contracted Employees	25,662.00	25,200.00
Food and Beverage		
Staff	900.17	
Total Food and Beverage	900.17	
Insurance		
Building	7,760.77	7,500.91
Total Insurance	7,760.77	7,500.91
Repairs and Maintenance		
Building	22,318.74	24,244.83
Total Repairs and Maintenance	22,318.74	24,244.83
Supplies/Equipment		
Building	3,922.00	3,877.71
Office	4,518.36	2,961.84
Total Supplies/Equipment	8,440.36	6,839.55
Utilities		
Gas and Electric	12,187.41	10,512.20
Internet Access	920.00	914.55
Security system	755.38	575.00
Telephone	6,331.59	4,679.85
Water/Trash	2,016.07	1,280.84
Total Utilities	22,210.45	17,962.44
Total Supporting Services	91,007.20	85,020.56
Travel & Training		
JAMS	1,622.45	377.46
Staff	422.53	298.16
Total Travel & Training	2,044.98	675.62
Total Expenses	\$843,685.72	\$793,516.28
NET OPERATING INCOME	\$201,509.20	\$113,003.77
Other Income		
Endowment Campaign	-9,025.00	221,942.63

Van Go Inc

Profit and Loss

January - December 2021

	TOTAL	
	JAN - DEC 2021	JAN - DEC 2020 (PY)
Investment Income		39,602.05
Beneficial interest	77,360.46	5,877.75
Total Investment Income	77,360.46	45,479.80
Total Other Income	\$68,335.46	\$267,422.43
Other Expenses		
Futures Fund	2,010.75	356.00
Non-Recurring Expenses		
Professional Fees	15,950.30	10,944.30
Total Non-Recurring Expenses	15,950.30	10,944.30
Total Other Expenses	\$17,961.05	\$11,300.30
NET OTHER INCOME	\$50,374.41	\$256,122.13
NET INCOME	\$251,883.61	\$369,125.90

Van Go Inc

Budget vs. Actuals: FY_2021 - FY21 P&L

January - December 2021

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
Building Event Revenue		5,000.00	-5,000.00	
Commissioned Sales	2,221.79	10,000.00	-7,778.21	22.22 %
Benchmark	19,299.00	25,000.00	-5,701.00	77.20 %
Total Commissioned Sales	21,520.79	35,000.00	-13,479.21	61.49 %
Contributions Income	241,026.89	130,000.00	111,026.89	185.41 %
Corporate Sponsors	5,200.00	35,000.00	-29,800.00	14.86 %
Foundations	143,982.46	130,000.00	13,982.46	110.76 %
Total Contributions Income	390,209.35	295,000.00	95,209.35	132.27 %
Endowment Earnings		27,506.00	-27,506.00	
Fundraiser	22,186.75		22,186.75	
Annual Event	110,182.13	105,000.00	5,182.13	104.94 %
Culinary Hearts		30,000.00	-30,000.00	
Total Fundraiser	132,368.88	135,000.00	-2,631.12	98.05 %
Gallery Sales	10,566.09	3,000.00	7,566.09	352.20 %
Adornment	29,468.24	20,000.00	9,468.24	147.34 %
Total Gallery Sales	40,034.33	23,000.00	17,034.33	174.06 %
Grants	99,830.00		99,830.00	
City Alcohol Tax	28,650.00	24,000.00	4,650.00	119.38 %
City of Lawrence	20,000.00	30,000.00	-10,000.00	66.67 %
Douglas County	20,000.00	20,000.00	0.00	100.00 %
Heartland Works (WIA)	269,760.75	261,345.00	8,415.75	103.22 %
KS Arts Commission OS	22,795.00		22,795.00	
Total Grants	461,035.75	335,345.00	125,690.75	137.48 %
Interest Income	25.82		25.82	
Total Income	\$1,045,194.92	\$855,851.00	\$189,343.92	122.12 %
GROSS PROFIT	\$1,045,194.92	\$855,851.00	\$189,343.92	122.12 %
Expenses				
**Payroll Wages				
Arts Train Wages	58,001.06	53,253.00	4,748.06	108.92 %
Jams Wages	34,725.41	48,720.00	-13,994.59	71.28 %
Salary	390,631.62	390,411.00	220.62	100.06 %
Total **Payroll Wages	483,358.09	492,384.00	-9,025.91	98.17 %
*Payroll Expenses				
Bonus	5,403.25		5,403.25	
FICA Expenses	37,263.33	37,667.00	-403.67	98.93 %
Health/Dental Insurance	31,909.01	36,399.00	-4,489.99	87.66 %
Retirement plan expense	10,311.50	11,712.00	-1,400.50	88.04 %
SUTA Expense	424.43		424.43	
Workers Compensation	2,148.50	2,426.00	-277.50	88.56 %
Total *Payroll Expenses	87,460.02	88,204.00	-743.98	99.16 %

Van Go Inc

Budget vs. Actuals: FY_2021 - FY21 P&L

January - December 2021

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Contracted employees				
Americorp		4,800.00	-4,800.00	
Total Contracted employees		4,800.00	-4,800.00	
Development				
Contracted Employees				
Grant Writer	27,659.85	27,730.00	-70.15	99.75 %
VISTA	3,000.00	4,000.00	-1,000.00	75.00 %
Total Contracted Employees	30,659.85	31,730.00	-1,070.15	96.63 %
Donation Processing Fees	1,575.16		1,575.16	
Supplies/Equipment				
Agency Development	2,015.23	3,060.00	-1,044.77	65.86 %
Total Supplies/Equipment	2,015.23	3,060.00	-1,044.77	65.86 %
Supplies/Equipment - Product	22.00		22.00	
Merchandise	5,641.45	3,213.00	2,428.45	175.58 %
Total Supplies/Equipment - Product	5,663.45	3,213.00	2,450.45	176.27 %
Total Development	39,913.69	38,003.00	1,910.69	105.03 %
Dues and Subscriptions	2,822.60	964.00	1,858.60	292.80 %
Equipment Purchases	9,940.90	4,641.00	5,299.90	214.20 %
Equipment Rental	8,801.79	18,800.00	-9,998.21	46.82 %
Food and Beverage				
Board of Directors	625.99		625.99	
Development	2,276.25	16,000.00	-13,723.75	14.23 %
JAMS	8,273.74	11,421.00	-3,147.26	72.44 %
Staff	1,611.62	1,387.00	224.62	116.19 %
Total Food and Beverage	12,787.60	28,808.00	-16,020.40	44.39 %
Fundraising				
Advertising & Marketing	2,007.88	4,000.00	-1,992.12	50.20 %
Total Fundraising	2,007.88	4,000.00	-1,992.12	50.20 %
Insurance				
D&O Insurance	1,677.00	1,723.00	-46.00	97.33 %
Liability Insurance	5,086.59	6,806.00	-1,719.41	74.74 %
Total Insurance	6,763.59	8,529.00	-1,765.41	79.30 %
Interest Expense	214.57		214.57	
Finance Charge	110.88		110.88	
Total Interest Expense	325.45		325.45	
Licenses and Permits	5,530.30	5,400.00	130.30	102.41 %
Miscellaneous	800.00	765.00	35.00	104.58 %
Participant Assistance	3,099.82	2,000.00	1,099.82	154.99 %
Photography	466.00	1,200.00	-734.00	38.83 %
Postage and Delivery	1,628.05	4,080.00	-2,451.95	39.90 %
Printing and Reproduction	5,396.97	7,000.00	-1,603.03	77.10 %

Van Go Inc

Budget vs. Actuals: FY_2021 - FY21 P&L

January - December 2021

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Professional Fees	14,172.24	13,750.00	422.24	103.07 %
Accounting	1,600.00	800.00	800.00	200.00 %
Cleaning	3,546.00	1,600.00	1,946.00	221.63 %
Total Professional Fees	19,318.24	16,150.00	3,168.24	119.62 %
Program Services				
Awards/Gifts	670.00	3,569.00	-2,899.00	18.77 %
Contracted Employees				
Contract Artists/JAMS	5,454.00	3,840.00	1,614.00	142.03 %
Contract Artists/TAT	10,955.00	12,875.00	-1,920.00	85.09 %
Lunch Program Coordinator	5,100.00	4,920.00	180.00	103.66 %
Total Contracted Employees	21,509.00	21,635.00	-126.00	99.42 %
Food and Beverage	32.54		32.54	
Snacks	66.29		66.29	
Total Food and Beverage	98.83		98.83	
Insurance				
Automobile	5,726.27	6,000.00	-273.73	95.44 %
Total Insurance	5,726.27	6,000.00	-273.73	95.44 %
Miscellaneous				
Background checks	30.75		30.75	
Total Miscellaneous	30.75		30.75	
Participant Assistance	317.00		317.00	
Repairs and Maintenance				
Vehicle	538.82	1,989.00	-1,450.18	27.09 %
Total Repairs and Maintenance	538.82	1,989.00	-1,450.18	27.09 %
Supplies/Equipment				
Program Supplies	1,128.44		1,128.44	
Total Supplies/Equipment	1,128.44		1,128.44	
Supplies/Equipment - Product	666.73		666.73	
Art	28,960.21	22,999.00	5,961.21	125.92 %
Woodshop	566.50	15,810.00	-15,243.50	3.58 %
Total Supplies/Equipment - Product	30,193.44	38,809.00	-8,615.56	77.80 %
Total Program Services	60,212.55	72,002.00	-11,789.45	83.63 %
Repairs and Maintenance				
Equipment		2,625.00	-2,625.00	
Total Repairs and Maintenance		2,625.00	-2,625.00	
Supporting Services				
Bank Service Fees (CNB Only)	3,714.71	3,672.00	42.71	101.16 %
Contracted Employees				
Financial Director	25,662.00	25,704.00	-42.00	99.84 %
Total Contracted Employees	25,662.00	25,704.00	-42.00	99.84 %
Food and Beverage				

Van Go Inc

Budget vs. Actuals: FY_2021 - FY21 P&L

January - December 2021

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Staff	900.17		900.17	
Total Food and Beverage	900.17		900.17	
Insurance				
Building	7,760.77	7,694.00	66.77	100.87 %
Total Insurance	7,760.77	7,694.00	66.77	100.87 %
Repairs and Maintenance				
Building	22,318.74	5,429.00	16,889.74	411.10 %
Total Repairs and Maintenance	22,318.74	5,429.00	16,889.74	411.10 %
Supplies/Equipment				
Building	3,922.00	2,999.00	923.00	130.78 %
Office	4,518.36	5,879.00	-1,360.64	76.86 %
Total Supplies/Equipment	8,440.36	8,878.00	-437.64	95.07 %
Utilities				
Gas and Electric	12,187.41	14,207.00	-2,019.59	85.78 %
Internet Access	920.00	1,410.00	-490.00	65.25 %
Security system	755.38		755.38	
Telephone	6,331.59	5,306.00	1,025.59	119.33 %
Water/Trash	2,016.07	2,141.00	-124.93	94.16 %
Total Utilities	22,210.45	23,064.00	-853.55	96.30 %
Total Supporting Services	91,007.20	74,441.00	16,566.20	122.25 %
Travel & Training		2,800.00	-2,800.00	
JAMS	1,622.45	765.00	857.45	212.08 %
Staff	422.53	1,785.00	-1,362.47	23.67 %
Total Travel & Training	2,044.98	5,350.00	-3,305.02	38.22 %
Total Expenses	\$843,685.72	\$880,146.00	\$ -36,460.28	95.86 %
NET OPERATING INCOME	\$201,509.20	\$ -24,295.00	\$225,804.20	-829.43 %
Other Income				
Endowment Campaign	-9,025.00		-9,025.00	
Investment Income				
Beneficial interest	77,360.46		77,360.46	
Total Investment Income	77,360.46		77,360.46	
Total Other Income	\$68,335.46	\$0.00	\$68,335.46	0.00%
Other Expenses				
Futures Fund	2,010.75		2,010.75	
Non-Recurring Expenses				
Professional Fees	15,950.30		15,950.30	
Total Non-Recurring Expenses	15,950.30		15,950.30	
Total Other Expenses	\$17,961.05	\$0.00	\$17,961.05	0.00%
NET OTHER INCOME	\$50,374.41	\$0.00	\$50,374.41	0.00%
NET INCOME	\$251,883.61	\$ -24,295.00	\$276,178.61	-1,036.77 %

2022 Proposed Budget

Total Operating	Actual 2018	Actual 2019	Actual 2020	Projected 2021	Proposed 2022
Advertising and Marketing	4,847	3,161	2,137	1,961	2,700
Awards/Gifts			1,060	990	1,040
Bank Service Fees (CNB/Insurance)	520	138	120	506	374
Contracted Employees	66,270	75,372	75,837	78,846	69,018
Donation Processing Fees	4,386	5,172	3,153	3,741	4,695
Dues, Licenses and Subscriptions	6,544	11,452	8,649	9,102	9,176
Equipment Purchases	4,643	1,456	6,146	12,441	4,000
Equipment Rental	22,417	24,101	3,839	16,519	17,720
Food and Beverage	20,589	25,992	12,645	11,346	26,437
Fringe Benefits	69,506	72,710	74,507	78,639	89,607
Insurance	20,220	21,221	24,950	22,260	23,373
Interest	14,195	9,487	463	265	
Miscellaneous	218	465	104	21	150
Participant Assistance	1,260	2,197	3,710	2,593	4,440
Payroll Expenses (Compensation)	450,809	469,684	448,519	485,761	578,878
Postage and Delivery	3,678	3,657	3,059	2,178	3,143
Printing and Reproduction	6,071	8,205	6,725	5,412	6,603
Professional Fees	20,261	16,187	28,839	20,902	23,120
Repairs and Maintenance	18,223	5,846	16,054	15,738	3,492
Supplies/Equipment	11,301	11,502	7,714	12,363	12,882
Supplies/Equipment - Product	48,359	41,857	40,724	39,175	41,581
Travel & Training	1,349	4,108	676	761	4,734
Utilities	20,873	21,455	17,962	21,417	22,488
	<u>816,540</u>	<u>835,425</u>	<u>787,595</u>	<u>842,934</u>	<u>949,650</u>
Approved Budget	814,567	893,415	877,940	880,146	
% change	9.40%	9.68%	-1.73%	0.25%	7.90%
Program	49.89%	53.83%	60.08%	57.15%	57.92%
Supporting	33.02%	28.33%	24.44%	31.26%	26.54%
Development	17.09%	17.83%	15.48%	11.59%	15.54%
	<u>100.00%</u>	<u>100.00%</u>	<u>100.00%</u>	<u>100.00%</u>	<u>100.00%</u>

	Actual 2018	Actual 2019	Actual 2020	Projected 2021	Proposed 2022
SELF-GENERATED					
Commissioned Sales					
Benchmark	\$21,575	\$25,145	\$4,306	\$19,299	\$25,000
Commissioned Sales - Other	\$16,765	\$12,400	\$24,790	\$2,222	\$7,500
Total Commissioned Sales	\$38,340	\$37,545	\$29,096	\$21,521	\$32,500
Gallery Sales					
Adornment	\$32,937	\$29,452	\$28,250	\$29,468	\$25,000
Gallery Sales - Other	\$2,541	\$2,949	\$4,500	\$10,566	\$8,000
Total Gallery Sales	\$35,478	\$32,401	\$32,750	\$40,034	\$33,000
Event Income	\$15,350	\$8,700	\$0	\$0	\$0
TOTAL SELF-GENERATED	\$89,168	\$78,646	\$61,846	\$61,555	\$65,500
	10.1%	8.8%	6.8%	5.7%	6.9%
DEVELOPMENT					
Contributions Income					
Foundation and Corporations	\$142,663	\$117,181	\$151,103	\$149,182	\$115,000
Windfall Benefits	\$1,190	\$0	\$1,955	\$0	\$0
Endowment Earnings	\$35,067	\$63,739	\$56,520	\$27,506	\$70,119
Individual Contributions	\$130,887	\$105,576	\$130,158	\$241,027	\$140,000
Total Contributions Income	\$309,807	\$286,495	\$339,736	\$417,715	\$325,119
Fundraiser					
Culinary Hearts/MayDay Hey Day	\$40,443	\$47,940	\$8,314	\$22,187	\$30,000
Float Your Boat/Dinner on the Curve	\$101,944	\$107,904	\$67,169	\$110,182	\$110,000
Total Fundraiser	\$142,387	\$155,844	\$75,483	\$132,369	\$140,000
TOTAL DEVELOPMENT	\$452,194	\$442,340	\$415,220	\$550,084	\$465,119
	51.0%	49.3%	45.8%	51.3%	49.0%
GOVERNMENT/PUBLIC MONEY					
Heartland Works (WIA)	\$253,213	\$268,280	\$215,607	\$269,761	\$250,000
City Alcohol Tax	\$26,500	\$31,000	\$30,000	\$28,650	\$0
City of Lawrence	\$29,500	\$30,040	\$24,000	\$20,000	\$0
Douglas County	\$20,000	\$20,000	\$26,700	\$20,000	\$20,000
KCAIC	\$7,534	\$22,466	\$27,000	\$22,795	\$0
Other (Kriz among others)	\$8,500	\$3,750			
TOTAL GOVERNMENT/PUBLIC MONEY	\$345,247	\$375,536	\$323,307	\$361,206	\$270,000
	38.9%	41.9%	35.7%	33.7%	28.4%
OTHER RESOURCES					
Interest Income	\$0	\$6	\$48	\$26	\$0
Payroll Protection Program	\$0	\$0	\$106,100	\$99,830	\$0
Employee Retention Credit	\$0	\$0	\$0	\$0	\$90,490
Other to be found					\$58,541
TOTAL OTHER RESOURCES	\$0	\$6	\$106,148	\$99,856	\$149,031
	0.0%	0.0%	11.7%	9.3%	15.7%
TOTAL PROJECTED INCOME	\$886,610	\$896,527	\$906,520	\$1,072,701	\$949,650
	100.0%	100.0%	100.0%	100.0%	100.0%